



ENGEL & VÖLKERS

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Engel & Völkers Brings International Attention to High End Real Estate with New Los Cabos, Mexico Brokerage

Debuting as the market leader in luxury real estate with active listing volume of nearly \$600 million, Engel & Völkers Los Cabos meets the growing demand for premier properties among buyers from the U.S., Canada, Europe, Asia and Russia

New York, NY, March 20, 2013 – Engel & Völkers, a leading luxury real estate brand with an international presence spanning five continents, today announced the newest addition to its global network with Engel & Völkers Los Cabos, Mexico.

The new brokerage increases the number of countries where Engel & Völkers currently provides its distinctive brand of luxury real estate services to 36 countries and the total number of its residential brokerages worldwide to 490. The high-end international real estate brand began the New Year expanding globally with new brokerages in the U.S., Spain, Austria and Malta.

Engel & Völkers Los Cabos debuts with an active listing volume of nearly \$600 million and 86% of the market share in premium real estate sales in Los Cabos. Their current clients include commercial and residential investors, current homeowners, hoteliers, Hollywood insiders and industry power brokers. The majority of real estate buyers from abroad have come from California, Texas, the West Coast of Canada and Mainland Mexico with growing interest from locations abroad, including Germany, China and Russia.

“Our success as a global brand has been directly related to how we select locations where we are confident our particular clients desire to be,” said Anthony Hitt, Chief Operating Officer of Engel & Völkers in North America. “Los Cabos, Mexico is the ideal Engel & Völkers market, growing in popularity among world luxury travelers seeking exceptional properties for second home opportunities.”

“I am delighted to be representing the service quality and global presence of Engel & Völkers in Los Cabos,” said Managing Director, Vanessa Fukunaga, who joins the brand with high-end real estate brokerage leadership experience, specifically as the President and CEO of Snell Real Estate, the largest independent luxury real estate brokerage in Baja. “The international demand for high-end property and the exceptional service quality to go along with it, is very high. The worldwide network of Engel & Völkers gives us access to an international pool of prospective clients and opens up the opportunity for us to offer our properties in 500 locations around the globe.”

Los Cabos, which is home to the communities of San Jose del Cabo and Cabo San Lucas, is located on the southernmost point of the Baja Peninsula in the state of Baja California Sur. Both residents and visitors enjoy championship golf courses, award-winning hotels, renowned spas and retreats, authentic regional cuisine, exciting nightlife and premier fishing opportunities. The most sought-after locations in Los Cabos include Villas Del Mar, Puerto Los Cabos, Oasis Palmilla, Espiritu Del Mar, Club Campestre, as well as individual housing developments in masterplanned communities like Palmilla, Cabo del Sol, Pedregal and Punta Ballena. The architecture can range from traditional hacienda-style to contemporary with a Mexican flare, all the way to ultra modern. Among these styles, ultra modern designs have gained in popularity for the most recent buyers. Golf course, mountain and sea views combined with direct access to the Sea of Cortez and the

Pacific Ocean rank amongst the most important purchase criteria. Prestigious properties in premium locations are reaching top prices here of up to 25 million euros.

Since the 1950s, Los Cabos has been a hotspot for prominent figures from the world of film and finance. Once a quiet fishing village the community has become one of the most popular luxury destinations for paradise seekers from all over the globe. In 2011, Los Cabos was voted the No. 1 Resort Destination in Mexico by TripAdvisor's Traveler's Choice Awards, an accolade determined annually by millions of real travelers and their reviews.

In 2012 Los Cabos hosted the seventh Group of 20 (G20) Summit, a gathering of world economic leaders, dignitaries and heads of state who gather annually to coordinate international financial policies to manage the health of the world economy. Most recently, Forbes named Mexico #4 in the Top Places to Retire in 2013. Truly, Los Cabos is the place to be.

About Engel & Völkers

From its beginning in 1977 as a specialty boutique providing exclusive, high-end real estate services, Engel & Völkers<<http://www.evusa.com>> has become one of the world's leading companies specializing in the sale and lease of premium residential and commercial property and yachts. Engel & Völkers opened its first brokerage in North America in 2006 extending its global network of 3,800 real estate advisors in 490 residential brokerages and 43 commercial offices spanning 36 countries offering both private and institutional clients a professionally tailored range of luxury services. Committed to exceptional service, Engel & Völkers supports its agents with an array of high quality business services; marketing programs and tools; cutting edge mobile, social and web technologies; as well as access to its global network of real estate professionals and data. Engel & Völkers is an active supporter of the Fair Housing Act and the Equal Opportunity Act. Each brokerage is independently owned and operated.

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